

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, copy of informational materials or other document or information filed with the Attorney General under this Act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy of every such document, other than informational materials, is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of any and all documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. The Attorney General also transmits a semi-annual report to Congress on the Administration of the Act which lists the names of all agents registered under the Act and the foreign principals they represent. This report is available to the public. Finally, the Attorney General intends, at the earliest possible opportunity, to make these public documents available on the Internet on the Department of Justice World Wide Web site.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average 1.5 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, DC 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, DC 20503.

1. Name of Registrant Al Paul Lefton Company Inc.	2. Registration No. 04912
--	----------------------------------

3. This amendment is filed to accomplish the following indicated purpose or purposes:

- To correct a deficiency in
 - Initial Statement
 - Supplemental Statement for the period ending _____
 - Other purpose (specify) _____
- To give notice of change in an exhibit previously filed.
- To give a 10-day notice of change in information as required by Section 2(b) of the Act.

016979

4. If this amendment requires the filing of a document or documents, please list-

Letter from Scottish Enterprise dated 11 December 1996

5. Each item checked above must be explained below in full detail together with, where appropriate, specific reference to and identity of the item in the registration statement to which it pertains. (If space is insufficient, a full insert page must be used.)
Insert II - 10 - (b) submitted with Supplemental Statement for six-month period ending 30 November 1996 confirmed the appointment of Al Paul Lefton as advertising and direct mail agency for Locate In Scotland US for period October 1996-end December 1996. Attached amendment is an extension of the contract for the period January 1, 1997 through March 31, 2000.

CRM/IS/REGISTRATION UNIT
57 JUN 1997
07

EXECUTION

In accordance with 28 U.S.C. § 1746, the undersigned swear(s) or affirm(s) under penalty of perjury that he/she has (they have) read the information set forth in this registration statement and the attached exhibits and that he/she is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his/her (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in the attached Short Form Registration Statement(s), if any, insofar as such information is not within his/her (their) personal knowledge.

(Date of signature)

6/27/97

(Type or print name under each signature¹)

Raymond D. Scanlon
Raymond D. Scanlon

Insert - II - FOREIGN PRINCIPAL
10 - EXHIBITS A AND B
(b) Amendment to Exhibit B previously filed
re: Locate In Scotland
Scottish Trade International



Scottish Enterprise

11 December 1996

Al Paul Lefton
Rohm & Haas Building
Independence Mall West
Philadelphia, PA 19106
USA

Dear Al

Thanks to you and the Lefton team for the presentation to Locate in Scotland and Scottish Trade International on Tuesday December 3rd.

I am very pleased to confirm that Al Paul Lefton have been successful in winning the contract to provide Locate in Scotland and Scottish Trade International with an integrated marketing communications service. The panel felt that the combination of your track record, your advertising and direct mail and the number of leads which you generate is a sensible and successful strategy to continue.

However, while generally happy, we do have some particular concerns about the press and public relations strategy. Your presentation on the day did not contain any recommendations on how we could improve press and PR results. I would therefore be grateful if you and the team could address the following areas;

1. **Business Press Coverage**

While we acknowledge that it is important to get press coverage in the vertical trade press it is also important to increase general awareness of Locate in Scotland and Scottish Trade International, and Scotland's activities in the broad based business press. Such publications act as influences in themselves, both of the other media and potential prospects.

2. **Scottish Trade International**

We would also seek an improvement on the handling of Scottish Trade International's requirements. It is not clear to date how much success Lefton have had in supporting Scottish Trade International as this was not covered in your presentation.

086510

97 JUN 10 08
CRM/ISS/REGISTRATION UNIT



INVESTOR IN PEOPLE

120 Bothwell Street
Glasgow G2 7JP
Tel: 0141-248-2700
Fax: 0141-221-3217

We would also like you to become more pro-active in our overall business planning and make a greater contribution to our strategic thinking. We believe this to be an important aspect of developing our partnership.

I would be very grateful therefore if you could give these issues your consideration and present proposals at our January planning meeting. .

We are confident Lefton will rise to these challenges and Locate in Scotland is looking forward to continuing its successful relationship with Lefton and all the team.

Thank you again for your commitment to Scottish Enterprise and my very best wishes to you for the holidays.

Yours sincerely

A handwritten signature in black ink, appearing to read 'Maureen McAlpine', with a long horizontal flourish extending to the right.

Maureen McAlpine
Communications Manager

cc: S.Yarrow, J.Orr (APL)
S.Bennet, R.Walker, J.Judge, J.Honey, K.Tepfer (LiS)
K. Murrich (STI)